

Attachment C - Management & Technical Information

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EXECUTIVE TEAM

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POWERFUL LEADERS!

Utility.com brings together a perfect balance of industry and internet experience to take utilities into the 21st Century.

chris king**Co-Founder and Chief Executive Officer**

As co-founder and chief executive officer of Utility.com, Chris S. King guides the company's vision to put the \$500 billion utilities industry online while providing savings, reliability, convenience and choice in utility services to residents and small businesses.

Before co-founding Utility.com in 1998, King had been the vice president of strategic planning and regulatory affairs and, earlier, of sales and marketing, at CellNet Data Systems. King developed the business plan that led to CellNet's public offering in 1996 at a valuation of \$800 million. Previously, he served as director of time-of-use programs at Pacific Gas & Electric in San Francisco.

King is nationally recognized as an expert in energy deregulation and testifies regularly before the U.S. Congress and state and federal regulatory commissions. He is also a published author who frequently speaks on the topic of energy deregulation. In 1984, he was awarded the California State Energy Award by Governor George Deukmejian for his innovative and successful energy conservation program.

King has earned two Master of Arts degrees in management science and biological sciences from Stanford University, where he was a Sloan Fellow at the Graduate School of Business.

Return To Top**paul falchi****President and Chief Operating Officer**

Paul Falchi has been president and chief operating officer of Utility.com since May 2000. From January through April, 2000, he served as senior vice president, sales and marketing for the company.

Falchi joined Utility.com with more than 20 years of experience in senior international and domestic management, marketing, sales, strategic planning and business development. Previously, he was the CEO of Rann International, a Czech-based wireless telecommunications company. From 1989-1993, Falchi founded and operated the first two business units

for 30 years in Europe. He served as commercial director for the U.S.-Russian joint venture Sovintel and as Managing Director of Sovam Teleport, two of the first international digital telecommunications carriers for voice and data in Eastern Europe.

Previously, Falchi was the Director of Strategic Planning, then vice president of marketing for Sprint, where he supervised managers in the areas of complex network sales, revenue planning and budgeting, advertising and promotions, sales compensation and product implementation. Falchi was also influential in the development of Sprint's "pin drop" identity and service branding.

Falchi is the co-founder of Winamore Business Technology, a European-based consulting firm dedicated to telecommunications and IT project management, systems integration and outsourcing activities for large global clients including Chevron, Xerox and Coca-Cola.

Falchi is the author of several articles and presentations on marketing and strategic planning for telecommunications in various publications including Management Science and Telephony. Fluent in Spanish, Italian and Russian, Falchi holds a Masters in Philosophy and a Masters in Urban Planning/Information Systems from the University of Washington. He was also a part-time faculty member for economics and business at the British Columbia Institute of Technology, City University and Seattle Community College.

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timothy morris

Chief Financial Officer

As the chief financial officer for Utility.com, Timothy E. Morris guides all financial aspects of Utility.com including fundraising, strategic partnerships and mergers & acquisitions.

Morris has more than 15 years of financial leadership experience with venture capital-backed technology and biotechnology companies. He has been involved in 29 corporate transactions with a combined value of \$312 million, including initial public offerings, equity financing, mergers and acquisitions, corporate collaborations and licensing agreements.

Morris joined Utility.com in 1999 from RiboGene, Inc. (Amex: RBO, now Questcor Pharmaceuticals Inc, Amex: QSC), a biopharmaceutical company in Hayward, Calif., where he served as chief financial officer and vice president, finance and administration. At RiboGene, he completed the company's initial public offering in May 1998, and raised more than \$50 million in public and private investments, completed numerous strategic alliances and was responsible for creating the infrastructure to allow the company to triple its headcount during his reign. Previously, he was chief accounting officer, senior director of finance at Glycomed, Inc., a publicly held

executed the company's merger with Ligand Pharmaceuticals in 1995. He has also worked for eight years at Ernst & Young in San Jose, Calif.

Morris graduated Cum Laude from California State University, Chico, with a Bachelor of Arts degree in business and an emphasis in accounting. He is also a certified public accountant.

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michael anderson

Chief Technology Officer

As chief technology officer for Utility.com, Michael C. Anderson is responsible for hiring and keeping the best in technology personnel to run the day-to-day systems operations and to develop new systems for enhancements and new products. He is also responsible for creating strategic technology partnerships and conducting research and development of new products, including Utility.com proprietary products such as CyberStatTM.

Anderson joined Utility.com from Enron Energy Services, a Houston-based energy services provider. He was responsible for the Metering Technologies Division technical development, including the metering systems and applications that performed Internet-based reporting of meter information for customers, Enron's Automated Meter Reading (AMR) initiative and cutting-edge home automation projects.

Prior to Enron, Anderson was the director of engineering at Datamatic, Inc., a private hand-held-computer meter reading company in Richardson, Texas, which sells hardware to utilities and municipalities. While at Datamatic, Anderson initiated new wireless data products to diversify the company's product line and supervised all technical projects, primarily meter reading systems and wireless products.

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ella conrad

Vice President, Systems Development

As Utility.com's vice president of systems development, Ella Conrad is responsible for Web development and engineering.

Conrad worked as director and acting vice president of application development for Silicon Energy in Alameda, Calif., prior to joining Utility.com. At Silicon Energy, Conrad was responsible for the ongoing maintenance and technical support of Web-based, business-to-business, commercial-grade, energy management software.

Prior to Silicon Energy, Conrad worked at IBM Global Services as a senior director consultant, where she managed development of e-business and other applications for

companies such as Williams-Sonoma, Sateway Stores, Inc., Franklin Templeton and the California State Auto Association.

Conrad received her Masters in Data & Telecommunications Management from Golden Gate University, San Francisco. In addition, she obtained her Bachelor of Science in Administration with a Minor in Computer Science from Oregon State University.

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murthy divakaruni

Senior Vice President, Corporate and Business Development

As senior vice president of corporate and business development for Utility.com, Murthy Divakaruni is in charge of business-to-business (B2B) platform development and corporate expansion efforts.

Divakaruni joins Utility.com with more than 25 years experience in the electric power and energy industries. Divakaruni was a technology and management consultant for Energy & Technology Enterprises (ETE), which he founded. Prior to that, he served as a vice president in Shell Oil Company's new business development group and was vice president of acquisitions and development for its subsidiaries, Tejas and Coral Power Generation. He was the lead strategist behind the company's entry into the U.S. power generation business.

Before Shell Oil Company, Divakaruni spent 16 years at the Electric Power Research Institute (EPRI) in California. He held several positions for EPRI and was responsible for strategic alliances, generation marketing, business development and fossil plant operations. He also worked for General Electric Company for six years in technical project management positions.

Divakaruni has three Masters degrees, including an MBA in organizational development and marketing from Xavier University in Ohio and an MS degree in aerospace engineering from the University of Cincinnati.

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richard jones

Vice President, Sales

As vice president of sales for Utility.com, Richard A. Jones supervises the sales team, responsible for offline and online marketing and sales as well as trade shows and community events.

Jones joins Utility.com with 20 years of sales, marketing, strategic planning and operations leadership related to Internet launches and start-up companies. As the director of sales for

Good Catalog Company, a Reader's Digest Company, he was instrumental in the launch of two successful e-commerce sites. In addition, he was responsible for developing the strategies and sales initiatives necessary to successfully transition from a brick-and-mortar company to a click-and-mortar company.

Previously, Jones was the general manager for Farmers Group, Inc., where he led and operated an independent sales and marketing company, specializing in consumer and business-to-business products and services for the insurance, financial services and investments industries. At Farmers, he developed and managed an organizational and marketing strategy that increased annual revenues from \$3.4 million to more than \$50 million.

Jones earned his Bachelor of Science degree from Colorado State University. In addition, he is a former U.S. Marine sergeant, having been awarded the Navy Achievement Medal of meritorious service.

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wade malcolm

Vice President, E-Commerce Development

As vice president for e-commerce development for Utility.com, Wade P. Malcolm oversees eUtilities fulfillment, business development and energy technology development. Malcolm's leadership is crucial to the world's first Internet utility company.

Prior to joining Utility.com, Malcolm was the principal management consultant at SRI Consulting in Menlo Park, Calif. He led the North American utilities practice with a focus on technology commercialization and innovation. Previously, Malcolm was a senior director for the Electric Power Research Institute (EPRI) in Palo Alto, Calif. He most recently managed the product line management division, which was responsible for EPRI's science and technology portfolio development.

Malcolm also worked in several capacities at EPRI and managed the development of the first utility open system profile, the Utility Communications Architecture (UCA), which is now an international standard. Malcolm also worked for PECO Energy in a variety of project management and engineering positions.

Malcolm earned his B.S. and M.S. in electrical engineering from Drexel University and is a member of several utility professional organizations.

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brett powell

Vice President, Internet

As Utility.com's vice president, Internet, Brett S. Powell is responsible for Internet strategy and creating and implementing

the company's internet-based strategic alliances.

With more than 15 years of high technology and Internet industry experience, Powell has overseen a variety of business development initiatives, e-commerce alliances, direct sales and distribution channels, and operational management activities. Prior to joining Utility.com, Powell headed up business development at KBkids.com, formerly BrainPlay.com, where he was responsible for traffic, revenue, registrations and content acquisition.

During his time with BrainPlay.com, Powell successfully grew the company to the number two position in the toy category, resulting in additional venture capital investment and the subsequent merger with KBToys.com. Prior to KBkids.com, Powell was the director of worldwide alliances for Lightbridge and its acquired company, Coral Systems, where he developed distribution channels and partnerships with Ericsson, Lucent Technologies, Motorola, Oracle, Informix, Hewlett Packard and Sun Microsystems.

Powell received his Masters in Business Administration from the University of Washington, Seattle. In addition, he obtained his Bachelor of Arts in Political Science from the University of California, Los Angeles.

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benjamin reyes

General Counsel

As chief counsel for Utility.com, Ben Reyes oversees all legal affairs and corporate transactions.

Before joining Utility.com, Reyes was a member of the Office of General Counsel at East Bay Municipal Utility District, a major California utility company in Oakland, Calif., where he performed transaction and litigation work and advised the Board of Directors and senior management regarding strategies for rate structure implementation. Reyes lead utility legislation advocacy, and was published in a court of appeals opinion regarding the defense of utility rate structures.

Previously, Reyes served as deputy city attorney for the City of San Jose, Calif., where he represented the city in a variety of municipal cases. Reyes also worked as a litigation associate with the firm of Boomazian, Jensen & Garthe in Oakland, Calif., where he was counsel for environmental, product liability, and utility cases.

Reyes earned his Juris Doctor from the University of San Francisco School of Law. He received his Bachelor of Arts degree from the University of California, Berkeley. He is a member of the Filipino Bar Association of Northern California; the American Bar Association, Energy and Natural Resources Committee; and the Alameda County Bar Association, Race & Ethnic Fairness Committee.

Reyes is a faculty member of Stanford Law School and the University of San Francisco School of Law where he teaches trial skills and advocacy. He is a member of the California bar, and was admitted to practice before the U.S. District Court, Northern District, California, and the U.S. Court of Appeals for the Ninth Circuit.

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mark streater

Vice President, International Business Development

Mark Streater joins Utility.com as vice president for international business development. Streater brings more than 12 years of worldwide experience and leadership in energy marketing to Utility.com.

Before joining Utility.com, Streater was the vice president of e-commerce for Southern Company Energy Marketing, LP an affiliate of Southern Company. Streater led the e-business strategy and managed the development of Southern's enterprise business solution. He also developed several new lines of business at Southern including Total Portfolio Management, Pulp and Paper Risk Management and Emissions Trading.

Prior to Southern, Streater held various positions in commodities trading. He worked at Cinergy where he was in charge of product structuring, and he was vice president of commodities derivatives at Chemical Bank (now Chase), where he managed the refined products derivatives desk. Previously Streater was at British Petroleum, where he became the youngest senior trader integrating refining, supply and transportation assets around the world.

Streater earned his MBA in international finance from the University of Warwick and his BS in mechanical engineering from University of Southampton, both in England. Streater is a member of the International Association of Financial Engineers.

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